

Ignacio Marra de Artiñano

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ignacio.marra.de.artinano@ulb.be

www.ignaciomarra.com

EDUCATION	PhD in Economics - <i>Université Libre de Bruxelles and ECARES</i> Advisor: Paola Conconi	2021-2025
	Visiting PhD Student - <i>Yale University, Department of Economics</i> Advisor: Lauren Bergquist	Fall 2024
	MPhil in Economics - <i>University of Oxford</i> Thesis Distinction. Advisor: Beata Javorcik	2016-2018
	Bachelor in Economics - <i>Universidad Carlos III de Madrid</i>	2010-2015

FIELDS	Primary: International Trade, Development Economics Secondary: Firms, Labor Economics
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REFERENCES	Paola Conconi University of Oxford paola.conconi@economics.ox.ac.uk	Jie Bai Harvard Kennedy School jie_bai@hks.harvard.edu
	Lauren Bergquist Yale University lauren.bergquist@yale.edu	Christian Volpe Martincus Inter-American Development Bank christianv@iadb.org

EXPERIENCE	Consultant - World Bank <i>Office of the Chief Economist for East Asia (2023), Investment Climate Division (2021-2022)</i>	2021-2023 Part-Time
	Research Fellow - Inter-American Development Bank <i>Trade and Integration Division</i>	2018-2021
	Trade Policy Intern - United Nations <i>Economic and Social Commission for Asia-Pacific, Trade Division</i>	2017 Summer
	Research Assistant - Bank of Spain <i>International Affairs Division</i>	2015
	Intern - Ministry of Foreign Affairs of Spain <i>Trade and Economic Diplomacy</i>	2014

JOB MARKET PAPER	Winners and Losers from Multinational Entry: The Labor Market Effects of Brazil's FDI Liberalization <i>A constitutional amendment in Brazil in 1995 removed restrictions on foreign investment, triggering a wave of multinational entry. Leveraging employer-employee matched data and administrative FDI records, this paper estimates the direct and spillover effects of multinational expansion on worker outcomes. A general equilibrium model with heterogeneous firms and workers explains the observed skill-biased reallocation and explores the distributional consequences of the multinational entry shock.</i>
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WORKING PAPERS	(1) The Impact of Investment Promotion on Multinational Production: Firm-level Evidence, <i>with Jeronimo Carballo and Christian Volpe</i> (ECARES WP) Revise and Resubmit at Journal of Development Economics
	(2) Automatic Product Classification in International Trade: Machine Learning and Large Language Models, <i>with Franco Riottini and Christian Volpe</i> (IDB WP) Revise and Resubmit at Review of International Economics

WORK IN PROGRESS	<p>(1) Linkages with Multinationals: The Effects on Domestic Firms' Exports, <i>with Jeronimo Carballo, Gianmarco Ottaviano & Christian Volpe</i></p> <p>(2) Financial Constraints to Exporting, <i>with Jie Bai, Lauren Bergquist & Christian Lippitsch</i></p> <p>(3) The Value of Organic Certifications, <i>with Franco Riottini, Gabriel Scattolo, Christian Volpe & Lucas Zavala</i></p> <p>(4) Information Constraints in Supplier Linkages in Rwanda, <i>with Jie Bai, Vittorio Bassi, Lauren Bergquist & Christian Lippitsch</i></p> <p>(5) Investors Performance and Tax Incentives in Rwanda, <i>with Mphatso Kumwenda & Marco Sanfilippo</i></p> <p>(6) All Inclusive: Tourism Spillovers along the Value Chain, <i>with Marvoin Cardoza & Christian Volpe</i></p> <p>(7) Striving for Quality: The Impact of Quality Certifications, <i>with Jie Bai, Vittorio Bassi, Lauren Bergquist & Christian Lippitsch</i></p>
RESEARCH GRANTS <i>(As PI / Co-PI)</i>	<p>Striving for Quality <i>(with Jie Bai, Vittorio Bassi, Lauren Bergquist and Christian Lippitsch)</i></p> <ul style="list-style-type: none"> • International Growth Centre, Small Project Grant (~20,000€) - 2025 <p>Financial Constraints to Exporting <i>(with Jie Bai, Lauren Bergquist and Christian Lippitsch)</i></p> <ul style="list-style-type: none"> • Private Enterprise Development in Low Income Countries PEDL, (~170,000€) – 2024 • International Growth Centre, Large Research Grant (~115,000€) - 2024 • Structural Transformation & Economic Growth STEG, Major Research Grant (~115,000€) – 2024 <p>Investors Performance and Tax Incentives in Rwanda <i>(with Mphatso Kumwenda and Marco Sanfilippo)</i></p> <ul style="list-style-type: none"> • International Growth Centre, Small Research Grant (~20,000€) - 2024 <p>The Local Impact of Global Firms: How Multinational Companies Affect Developing Countries</p> <ul style="list-style-type: none"> • Fonds de la Recherche Scientifique – FNRS, FRESH Grant (~90,000€) - 2023-2026 <p>Firm-Level Exports Hits: Evidence from Uganda <i>(with Fernando Morales and Catalina Salas)</i></p> <ul style="list-style-type: none"> • International Growth Centre, Small Project Grant (~15,000€) - 2023
TEACHING	<ul style="list-style-type: none"> ▪ <i>Advanced Topics in International Economics</i> (ECON S320, Master). ULB 2024-2025 TA for Mathieu Parenti ▪ <i>Trade Policy and International Cooperation</i> (ECON 2865, Master). UCLouvain 2024-2025 TA for Lorenzo Trimarchi
CONFERENCES & SEMINARS <i>(* planned)</i>	<p>2025. Kiel Trade Talks, WEFIDEV-RFS-CEPR Finance and Development Conference, Belgian Labor Economics Day*, ENTER Jamboree*, Global Economic Policy Group, QMUL Economics and Finance Conference, Global Economic Networks*</p> <p>2024. Tilburg University, Université de Namur, ECARES, IGC-World Bank-MINICOM Conference on Industrial Policy, ENTER Jamboree 2024, Firms, Labor Markets, and Development Workshop, European Association of Environmental and Resource Economics Conference, Yale University (x2), Inter-American Development Bank</p> <p>2023. KU Leuven – UCLouvain Trade Seminar, Swedish Network for European Studies in Business and Economics, ECARES, Conference of the Spanish Association of International Economics, World Investment Forum, Sustainability of Supply Chains in Developing Countries (Kiel)</p> <p>2022. GEP-CEPR Postgraduate Conference, Spring Meeting of Young Economists, LAGV Conference in Public Economics, Conference of the Spanish Association of International Economics, European Trade Study Group</p> <p>2021. European Trade Study Group, Economics of Global Interactions</p>

**ACADEMIC
ACTIVITIES**

Refereeing: *Journal of International Economics*, *Journal of International Trade and Economic Development*, *Open Economies Review*

Service: ECARES PhD Representative (2023-), Faculty PhD Representative (2025-)

**POLICY
PAPERS**

- (1) How Do Investment Promotion Policies Affect Sustainability? (with Jeronimo Carballo, Monika Sztajerowska and Christian Volpe). IDB Working Paper, December 2023.
 - (2) The Reorganization of Global Value Chains: What's in it for Latin America? (with Juan Blyde, Marcelo Dolabella, Mauricio Mesquita, and Christian Volpe). IDB Working Paper, December 2022.
 - (3) Making the Invisible Visible: Investment Promotion and Multinational Production in Latin America and the Caribbean. *Special Report on Integration and Trade – IDB*, December 2021. Chapters 2 and 4.
 - (4) Gender Wage Gaps in Spain (with Brindusa Anghel and Ignacio Conde Ruiz – in Spanish). *Hacienda Pública Española-Review of Public Economics* (2019).
 - (5) Gender Gaps in the Spanish Labor Market (with Ignacio Conde Ruiz). *Estudios sobre la Economía Española* (2016/32)– *Fundación de Estudios de Economía Aplicada (FEDEA)*
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SKILLS

Programming: Julia, Stata, Python, Matlab, GIS

Languages: Spanish (native), English (fluent), French (fluent), Mandarin (intermediate)

Data Skills. *Administrative data:* employer-employee, firm-to-firm transactions, customs transactions, firm-level balance sheet. *Survey data:* questionnaire design, primary data collection, field team management.
